



Job Description

Title: VP Business Development, SAAS Solutions

Department: Administration

Reports To: CEO / President

Direct Reports: NA

Location: MSI Corporate Office

Position Description: This position is all about growing MSI revenue by bringing in new relationships and growing existing relationships based on MSI's Cloud Services technology.

Responsible for the development of new markets and business opportunities that will expand MSI's Cloud Solution's market share. This includes finding business partners, identifying markets, creating business plans, creating marketing plans, and establishing pricing. Must have a good understanding on how to create and integrate Cloud System architectures between MSI's Cloud Services and Hotel Chain technology platforms.

Responsibilities

90% - New Business Development for Cloud Services

- Make "MSI Cloud Services Technology sales calls" (via email, phone and travel) to MSI cloud Services prospects and potential business partners. (Hotel Chains and Management companies worldwide) generated from the Sales and Marketing Teams.
- Report and recommend best SAAS business processes to maximize MSI ROI for Cloud based systems and services.
- Report and recommend strategic opportunities for growth and partnership in the SAAS worldwide arena.
- Plan and implement Cloud support mechanisms such as on-line support (built in applications, IM, email) and documentation.
- Manage hosting partner selection and relationships. Manage Cloud Services Team.
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10 % - Meetings and Resource / Executive Planning

Required Skills & Experience

- Bachelor's degree in business, related field, or equivalent work experience required.
- Five (5) or more years of demonstrated business development and sales success in Cloud and or SAAS Systems.
- Direct experience in selling, marketing, managing and/or building SAAS business solutions.
- Detailed technical understanding of Microsoft technologies and Cloud systems.
- Must be self motivated, dynamic, creative team player, yet be able to work on own initiative.
- Must be able to effectively manage multiple projects simultaneously.
- Must possess a strong sense of urgency for goal achievement.
- Must possess excellent organizational, analytical, communications, problem solving and decision-making, and policy development & implementation skills.
- Must be a "Team Player."

February 10, 2012